

Workplan Logistics
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I. Selling/Execution Detail

Month: June
Promotion: Red Kamel Metal Signs
Promotion #: 800429
Item #: 541895
Segment: O-Zone Accounts
SKU Quantity: 20
Placement/MSA Reporting: N/A
Reporting Dates: N/A
Promotion Details: 1) Promotion Description: Red Kamel metal signs to be bulk packed (20/SKU).
Three different visuals will be randomly shipped, only 1 visual per SKU. To be
distributed by retailer.
2) Materials Description: 20 signs/SKU (1 visual per SKU)
3) Recommended Displays: N/A
Pricing Details: - Invoice Description: N/A
- Pricing: N/A
- Terms: N/A
- Additional Allowance: N/A
Promotional Packaging UPC: N/A
Product UPC: N/A
VAP Payment Per 6M Case: 1) Pack Only: N/A
2) Pack and Ship: N/A

II. Promotion Timing

Allocations Available: 2/2/98
Model Available: N/A
Allocation Adjustments to Model: N/A
Templates Available: N/A
Valued-Added Transfer Deadline: N/A
First Order Date: 5/4/98
First Ship Date to Direct Accounts: N/A
VAP/Delivery Date to Retail Accounts: N/A
Last Delivery Date to Direct Accounts: N/A
Roll Remaining Allocations to National/Clean-Up: N/A

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